



Thomas Fuller

NQMC Contract Officer



General Information



- **Read Sections L & M CAREFULLY**
- **Then, Read Them AGAIN!**



General Information

- **The Entire Section C Is Not Addressed In The Proposal Or The Evaluation**
- **The Government Will Be Reviewing Discriminators As Defined In Sections L & M.**
- **Awardee Will Be Required To Perform To The Terms/Conditions Of The Contract**



Best Effort Up Front



- **Provide Your “BEST” Proposal (L-11.2.)**
- **Proposals Need To Be Clear, Concise, And With Sufficient Detail For Effective Evaluation (L-11.3.)**
- **Alternate Proposals Will Not Be Accepted (L-11.2.)**
- **Government Intends To Award Without Discussions (L-11.2.)**



Enhancements

- **Government Reserves Right To Incorporate Into Awarded Contract Any Enhancements Proposed That The Government Finds Beneficial (L-11.4.)**
- **Just Because You Propose It; Does Not Make It A Benefit To The Government**



Elaborate Proposals

- **Elaborate Proposals Cost YOU Money And The Government Does Not Want Or Need Them (L-11.5.)**



Validity Of Proposal

- **BLOCK 12 of SF33 – Proposal MUST Be Valid For A Minimum Of 180 Days. Less Than 180 Days Does Not Meet Proposal Requirements (L-12.7.)**



Two Part Proposal

- **Proposals Will Be Evaluated On Written As Well As Oral Presentation (L-12.8.)**
- **Both The Written Proposal And The Oral Presentation Make Up The Complete Proposal**
- **Past Performance Due 20 May 2003**



Proposal Submission



- **Attachment L-7:**
 - **Technical Proposal CD-ROM**
 - **Price Proposal CD-ROM**
 - **Past Performance Information CD-ROM**
 - **Financial Information CD-ROM**
 - **Subcontracting Plan CD-ROM**



Proposal Submission



- **Written**
- **Oral**
- **Hard Copy**



Point-of-Contact (L-12.11.)



- The Contracting Officer And The Contract Specialist Are The “SOLE” Points-Of-Contact For This Procurement
- Contact “*Must*” Be Initiated Via Email Or Through The Website
- Thomas C. Fuller, Contracting Officer
Thomas.fuller@tma.osd.mil
- Cindy Dahlstrom, Contracting Specialist
Cynthia.dahlstrom@tma.osd.mil

www.tricare.osd.mil/contracting/healthcare/solicitations/index.cfm



Changes

- **Remarks, Explanations, And Answers Provided By The Government At Any Time, Either Orally Or In Writing, Do Not Change Or Qualify The Terms And Conditions Of The RFP (L-12.13.)**
- **The RFP Can Only Be Changed By The Contracting Officer. (L-12.13.)**



Deviant Proposals

- **Proposals That Do Not Comply With L-13. May Be Rejected (L-13.1.)**



Small Business Subcontracting Plan



- **If The Prime is A Small Business – No Plan is Required (L-13.2.)**
- **If The Prime Is Not A Small Business – Submit Your Plan (L-13.2. & L-15.1.)**



Oral Presentation

- **Offeror Will Be Notified At Least Five Calendar Days Prior To Presentation (L-13.4.1.)**
- **No Offeror Initiated Rescheduling For Oral Presentations (L-13.4.1.)**
- **An Offeror That Fails To Appear At Scheduled Oral Presentation Is Disqualified**
- **Government Video Tape**



Oral Presentation

- **Purpose of Oral Presentation is to Demonstrate Understanding Of Requirements - It is “*NOT*” A Marketing Opportunity (L-13.4.1.)**



Oral Presentation Format



- **Three Hours Of Presentation + 15 Minute Break Somewhere Near Midpoint (L-13.4.2.)**
- **No Video Presentations! Live Presentation (L-13.4.2.)**
- **Slides Presented To Government Using Microsoft PowerPoint XP (L-13.4.2.)**



Oral Presentation

- **Presentation (PowerPoint) Slides Are To Be Submitted On CD-ROM (L-13.4.3.)**
- **No Modifications Or Substitutions Of Materials Will Be Accepted (L-13.4.3.)**
- **Offeror Will Not Present Any Information During The Presentation That is Materially Inconsistent With The Written Submission**



Oral Presentation Format



- Clarification Questions May Be Asked After The Three Hour Presentation (L-13.4.9.)
- **THIS DOES NOT CONSTITUTE DISCUSSIONS!**



Oral Presentation

- **Will Address The Factors and Subfactors In Order:**
 - **Factor 1 – Management**
 - **Subfactor 1 (Reserved)**
 - **Subfactor 2 (Management)**
 - **Subfactor 3 (Staffing)**
 - **Subfactor 4 (IQMP)**
 - **Factor 2 – Technical Approach**
 - **Subfactor 1 (Case Reviews)**
 - **Subfactor 2 (Facility Certification)**



Oral Presentation Team



- **Key Personnel Will Conduct The Oral Presentation (L-13.4.10.)**
- **No Hired Actors Or Consultants! (L-13.4.10.)**
- **Only Presentation Team Allowed At Presentation As Defined In The RFP (L-13.4.10.)**



Past Performance

- **Past Performance Information Submitted 20 May 2003 (L-13.9.1.)**
- **Permission Letter from First Tier Subcontractor Allows Discussion Of Any Negative Past Performance Information Identified For The Subcontractor(s) Between Government And The Prime (L-13.9.1.)**



Past Performance

- **Five Largest Accounts For Each Prime and Sub (i.e., One Prime + Three Subs = 20 Accounts)**
- **Three Largest Government Accounts For Each (i.e., One Prime + Three Subs = 12 Accounts) (If Applicable)**
- **Three Optional Accounts To Show Relevance (i.e., A Maximum Of Three Accounts Across Prime AND Sub)**



Past Performance

- **Three Largest Accounts – Termination Or Not Renewed For Each Prime AND Sub**
- **Three Largest Government Accounts – Termination Or Not Renewed For Each Prime AND Sub**
- **Overlap Or No Accounts May Exist**



Financial Information



- **Financial Information Will Be Reviewed To Determine Financial Responsibility (L-13.10.1.)**
- **Offeror Must Demonstrate Adequate Financial Resources To Perform Contract Or Ability To Obtain Such (L-13.10.2.)**
- **Start-up Companies Will Provide Documents To Support Their Ability To Obtain Financial Resources (L-13.10.4.)**



Price Proposal

- **Cost Or Pricing Data Is Not Required (L-13.11.2)**
- **Other Than Cost Or Pricing Data “*IS REQUIRED*” for Security CLINS (L-13.11.2. & L-13.11.7.)**



Price Proposal

- **Firm-Fixed Price For Transition-in Services (CLIN 0001) (L-13.11.4.)**
- **Fixed Unit Prices For Other Applicable CLINS – Prices Applicable to ALL Quantities Ordered (L-13.11.4.)**
- **Firm-Fixed Price For Each Option Period For Phase-Out Services**



Questions?